

# **EXHIBIT 27**

UNITED STATES DISTRICT COURT  
NORTHERN DISTRICT OF CALIFORNIA  
SAN JOSE DIVISION

CISCO SYSTEMS, INC., )  
)  
Plaintiff, )  
) Case No.  
vs. ) 5:14-cv-05344-BLF (PSG)  
)  
ARISTA NETWORKS, INC., )  
)  
Defendant. )  
)  
-----)

VIDEOTAPED DEPOSITION OF  
CISCO SYSTEMS' 30(b)(6) WITNESS  
DYLAN CANNON  
San Francisco, California  
Wednesday, June 22, 2016  
Volume I

HIGHLY CONFIDENTIAL - OUTSIDE ATTORNEYS' EYES ONLY

Reported by:  
CARLA SOARES  
CSR No. 5908  
Job No. 2335575  
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1 At this time, will counsel please identify 17:03:46  
2 themselves and state whom they represent.

3 MS. McCLOSKEY: Elizabeth McCloskey on  
4 behalf of defendant Arista Networks, and with me is  
5 Trent Turnbull from Ocean Tomo. 17:03:55

6 MR. ANDERSON: Carl Anderson for Cisco  
7 Systems and the witness.

8 THE WITNESS: Dylan Cannon with Cisco  
9 Systems.

10 THE VIDEO OPERATOR: Thank you. 17:04:08

11 Will the certified court reporter please  
12 swear in the witness.

13 DYLAN CANON,  
14 having been administered an oath, was examined and  
15 testified as follows: 17:04:12

16 EXAMINATION

17 BY MS. McCLOSKEY:

18 Q Good afternoon, Mr. Cannon. Thank you for  
19 being here today.

20 Do you understand that you're under oath? 17:04:25

21 A Yes.

22 Q Is there any reason you can't provide  
23 truthful and complete answers today?

24 A No.

25 Q Do you understand that Cisco has 17:04:31

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1 designated you as its corporate representative with 17:04:33  
2 respect to certain topics, those topics including  
3 Topics 98 through 105 of Arista's 30(b)(6) notice?

4 A Yes.

5 Q Thank you very much. 17:04:43

6 MR. ANDERSON: Let's state for the record,  
7 subject to Cisco's objections.

8 BY MS. McCLOSKEY:

9 Q Mr. Cannon, has Cisco ever quantified the  
10 value of its CLI? 17:04:53

11 MR. ANDERSON: Objection. Vague.

12 BY MS. McCLOSKEY:

13 Q You can answer.

14 A Okay. Cisco has quantified the value of  
15 its CLI through the products that it's sold with. 17:05:03

16 Q By quantifying, I'm referring to a  
17 specific number.

18 Do you understand that?

19 A So specific to --

20 Q A specific -- has it placed a number on 17:05:11  
21 the value of its CLI?

22 A No.

23 MR. ANDERSON: Same objection.

24 You can answer.

25 THE WITNESS: No, not specifically on CLI 17:05:20

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